



Investor Presentation

3Q2015 & 9M2015 Results

November 19th, 2015

VIÑA CONCHA Y TORO



I. 2Q 2015 Results

VIÑA CONCHA Y TORO

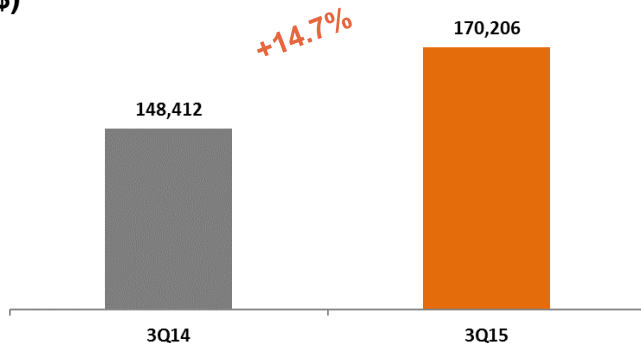
Highlights: 3Q 2015 vs 3Q 2014

- Increase in sales: +14.7%.
- Higher commercialized volumes: 7.7%
- Increase in EBITDA: +28.9%
→ EBITDA Margin: 16.3% (+179bp)
- Increase in Net Income: +37.0%
- Premiumization of exports sales, growth of 16.0% in volume (YTD).
- Premiumization of domestic sales, growth of 17.0% in volume (YTD).

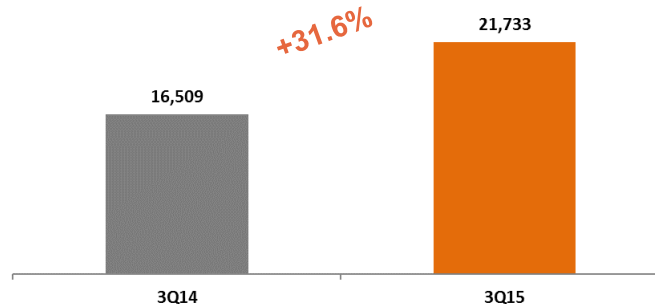


Performance 3Q 2015 vs 3Q 2014

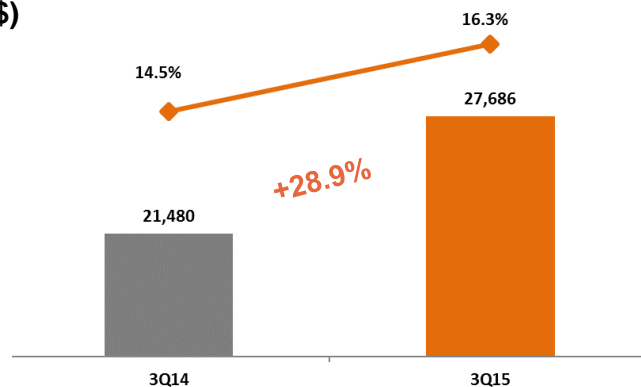
Consolidated Sales
(Million Ch\$)



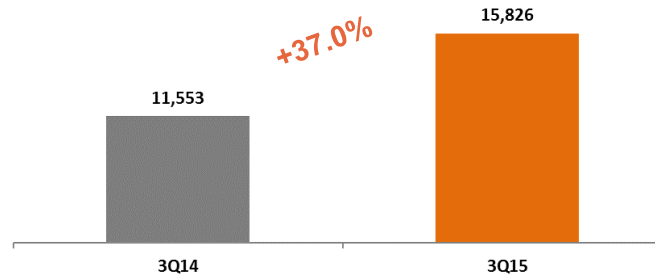
Operating Income
(Million Ch\$)



Consolidated EBITDA
(Million Ch\$)

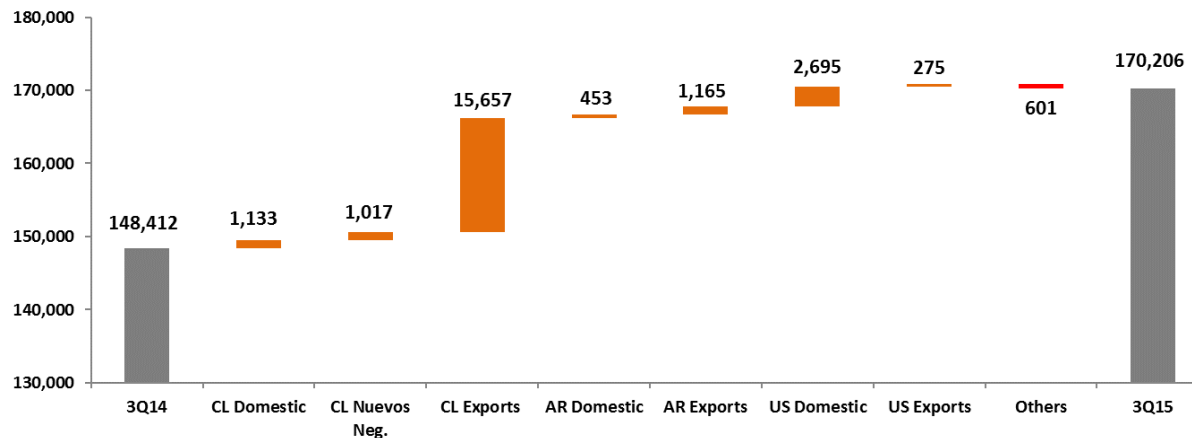


Consolidated Net Profit
(Million Ch\$)

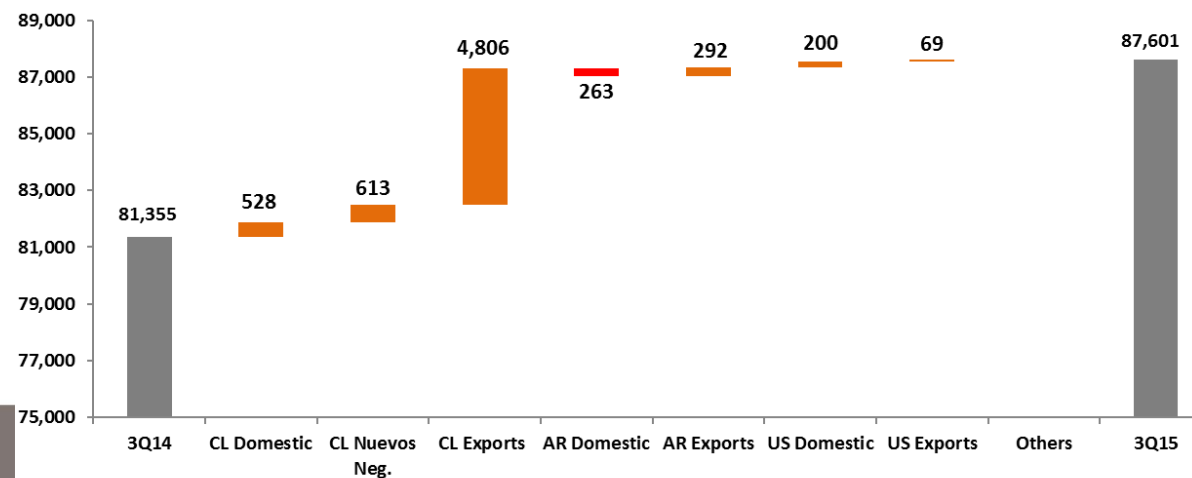


Sales Contribution by Origin 3Q 2015

(Million Ch\$)

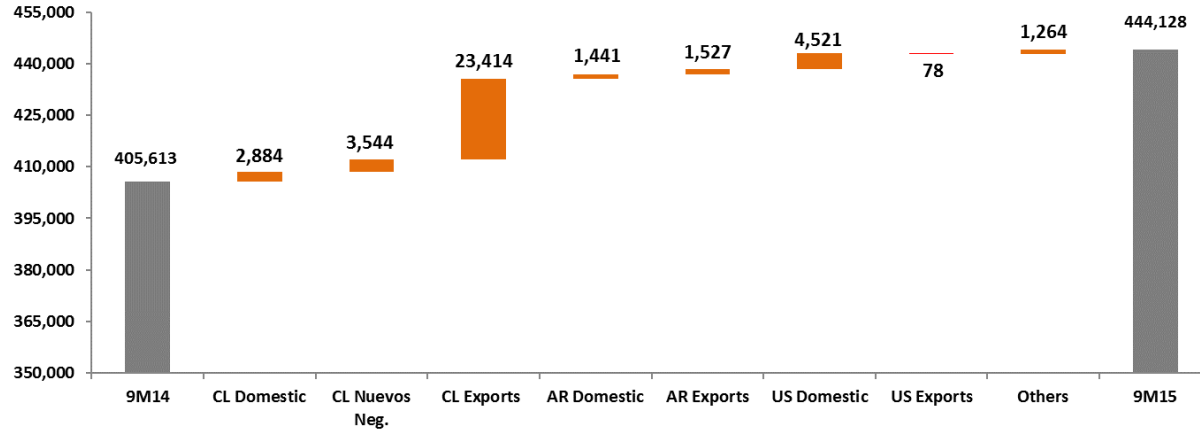


(Thousand liters)

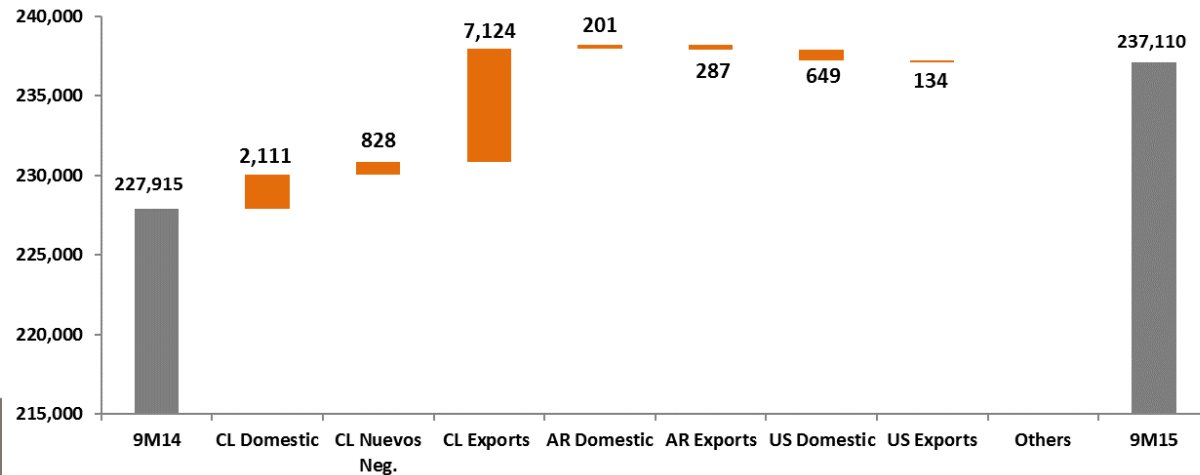


Sales Contribution by Origin 9M 2015

(Million Ch\$)

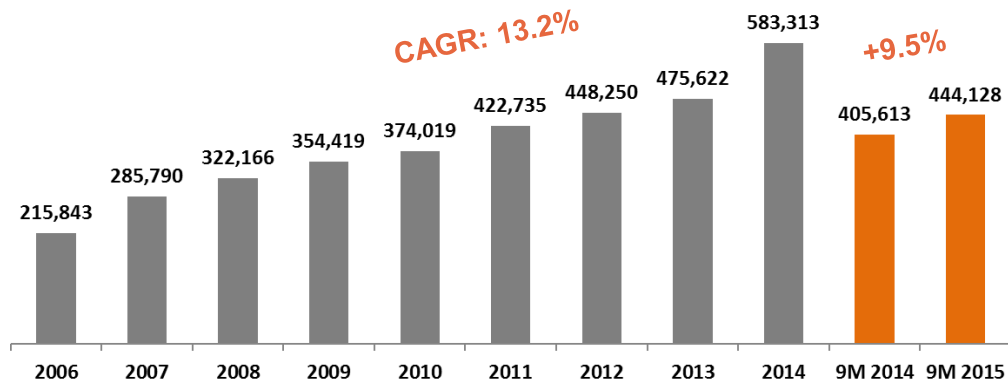


(Thousand liters)

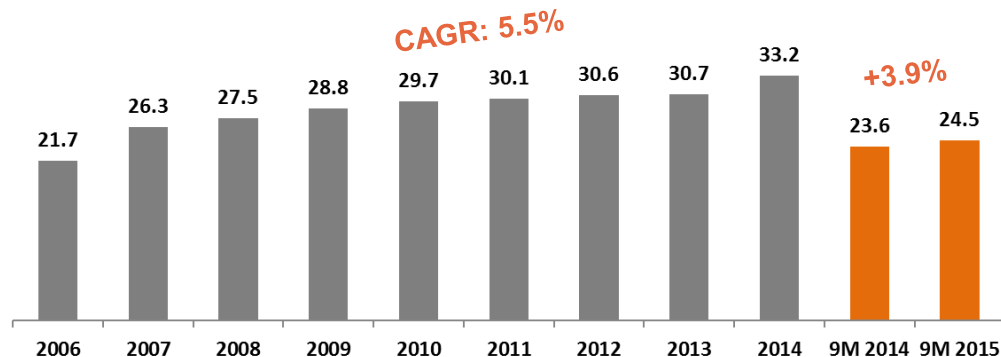


Consolidated Sales 9M2015

Consolidated Sales
(million Ch\$)

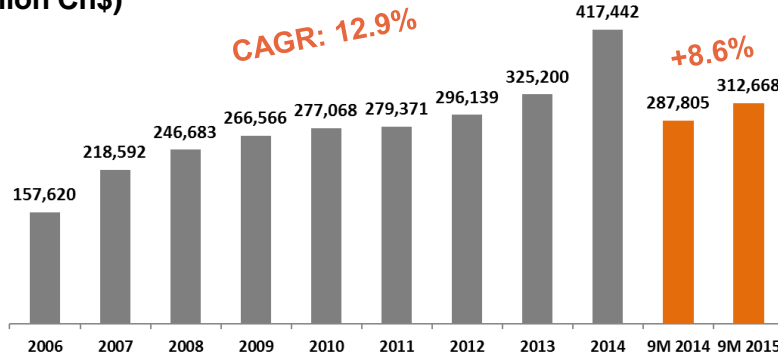


Consolidated Volume
(million 9 liter cases, Wine)

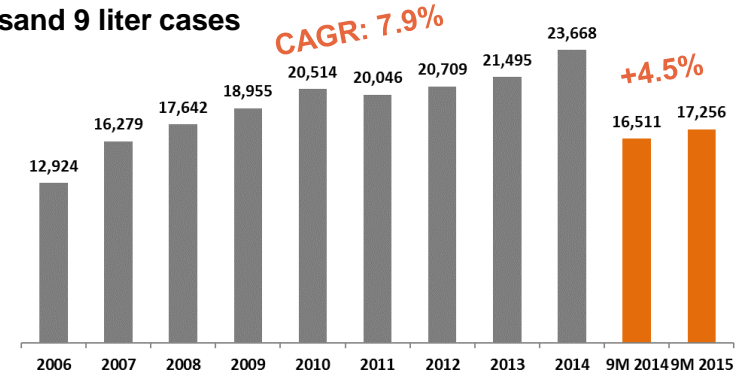


Export Sales 9M2015

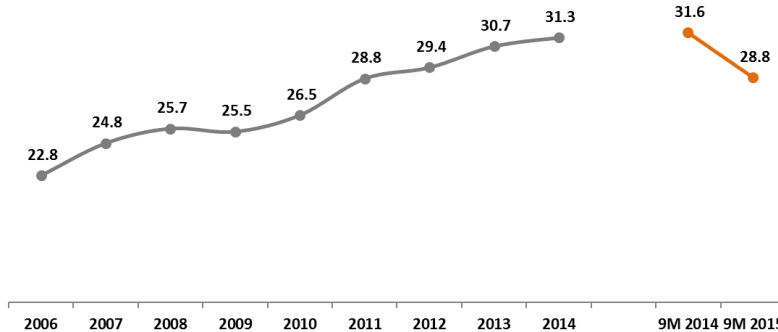
Export Sales
(million Ch\$)



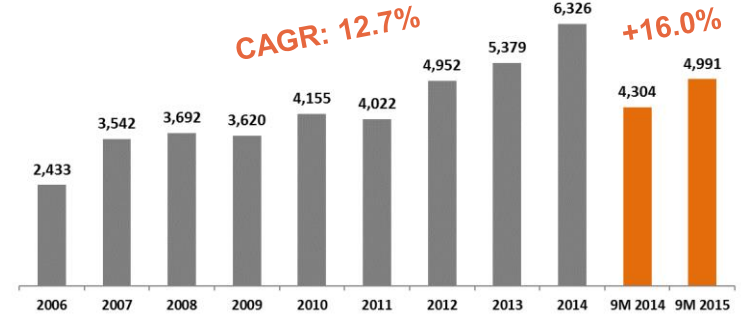
Export Volume
(thousand 9 liter cases)



Average Export Price
(US\$ / 9 liter Case)



Premium Wines Export Volume
(thousand 9 liter cases)



Leading Position Over Chilean Exports

CyT Exports of Bottled Wine*

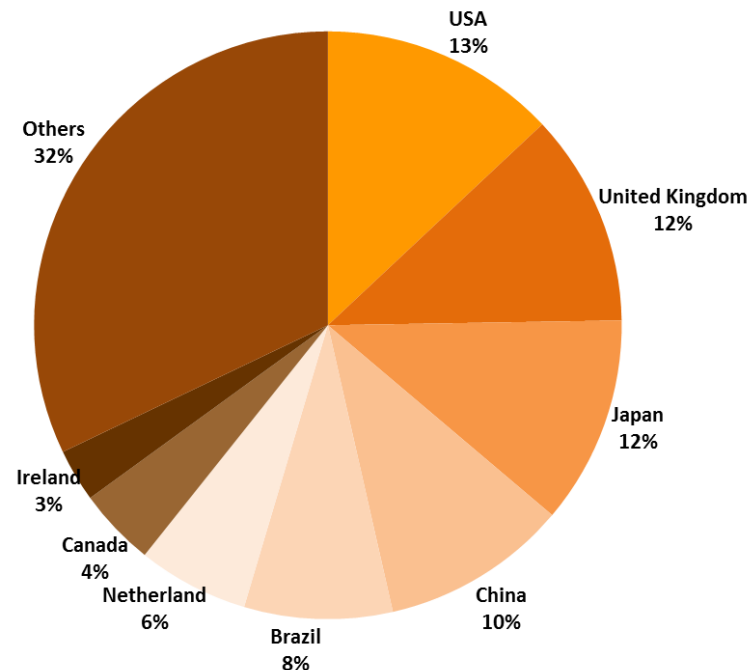
	Volume	Value
2004	29.2%	25.8%
2005	32.2%	27.2%
2006	33.4%	28.3%
2007	34.9%	30.2%
2008	37.0%	31.4%
2009	38.3%	32.3%
2010	36.6%	31.5%
2011	33.7%	29.7%
2012	35.4%	31.3%
2013**	33.9%	30.5%
2014**	32.2%	29.7%
3M2015**	33.0%	30.3%
6M2015**	32.0%	29.2%
9M2015**	32.6%	29.4%

Source: Vinos de Chile

(*) Includes bottled & Bag in Box

(**) Does not include the wine Bottled by CyT in UK

Chilean Destination of Bottled Exports



Pro-forma Volume (including UK bottled wine):

35.9% (as of Sep-15)

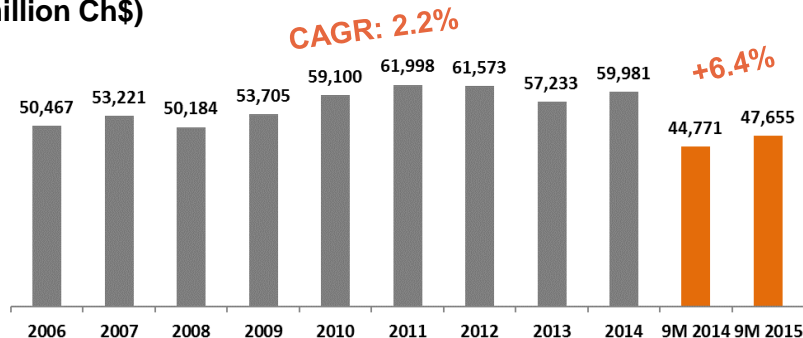
Leading Position Over Chilean Exports

Rank Sep 2015	Country	Share over chilean bottled exports (volume)	Growth 2015/2014	% Part of CyT in total chilean bottled exports	Rank CyT over Chilean Exports
1	USA	13.0%	1.8%	39.5%	1
2	United Kingdom	11.7%	-2.7%	41.7%	1
3	Japan	11.4%	22.6%	28.6%	1
4	China	10.3%	52.2%	8.4%	2
5	Brazil	8.2%	8.6%	35.4%	1
6	Netherland	6.1%	-5.4%	25.6%	1
7	Canada	4.3%	3.6%	36.4%	1
8	Ireland	2.9%	-0.3%	20.3%	2
9	Mexico	2.9%	16.2%	53.2%	1
10	Denmark	2.4%	-1.3%	26.8%	1
11	Germany	2.4%	-1.3%	17.6%	2
12	Belgium	1.9%	9.1%	34.7%	1

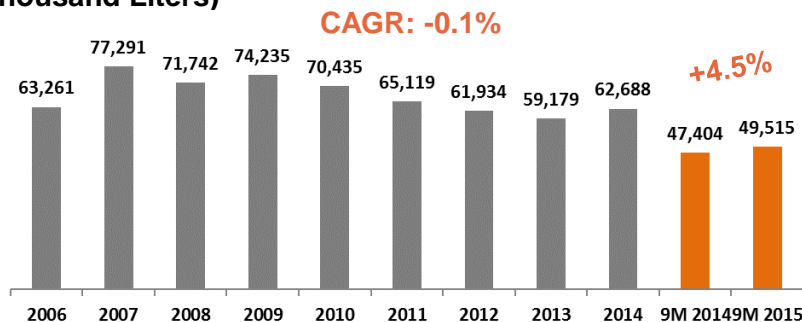
Source: Vinos de Chile

Domestic Market – Chile 9M 2015

Domestic Market – Wine Sales
(million Ch\$)

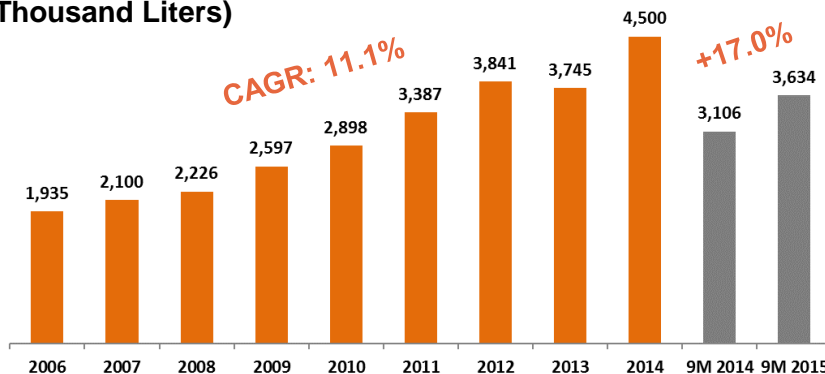


Domestic Market – Wine Volume
(Thousand Liters)



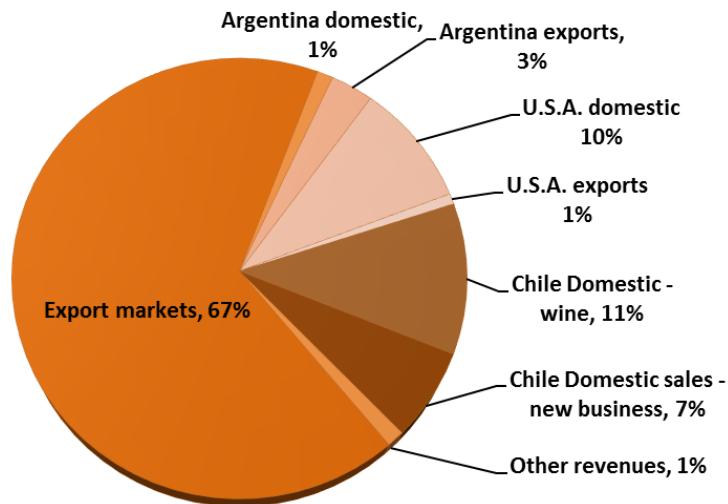
Year	% Premium/ Total Volume	% Premium/ Total Value
2006	3.1%	13.0%
2007	2.7%	13.2%
2008	3.1%	15.2%
2009	3.5%	16.3%
2010	4.1%	17.5%
2011	5.2%	20.2%
2012	6.2%	22.9%
2013	6.3%	24.3%
2014	7.2%	28.0%
9M2015	7.3%	28.0%

Premium Wine Growth
(Thousand Liters)



Sales Disclosure 9M2015

Sales Breakdown by Origin

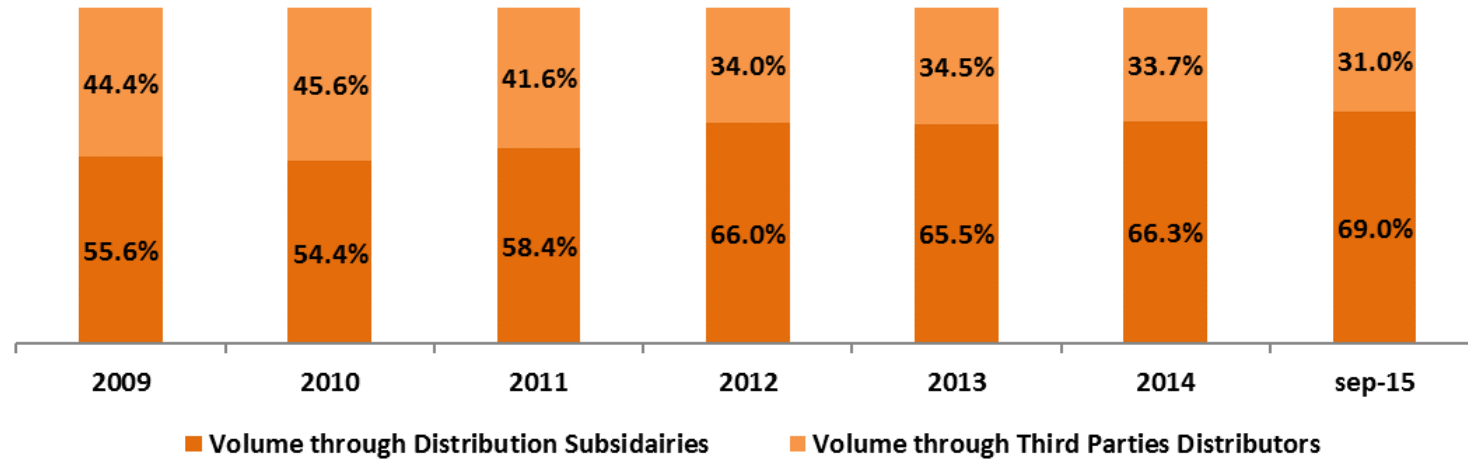


- Export Markets include exports to third parties and distribution subsidiaries
- US and ARG exports excludes shipments to the company's distribution subsidiaries

Sales Breakdown by Currency

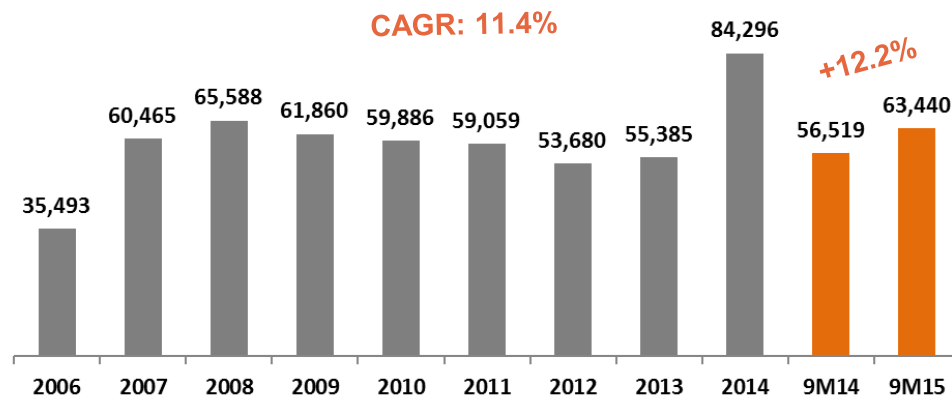
	Currency Mix	
	9M15	9M14
CLP	19.5%	18.6%
USD	34.4%	33.8%
GBP	20.8%	20.3%
EUR	9.7%	10.9%
CAD	2.7%	3.1%
ARG	0.9%	0.7%
SEK	2.7%	3.1%
NOK	0.9%	0.8%
BRL	5.6%	6.3%
MXN	2.6%	2.2%

Distribution Subsidiaries: Driving the Growth

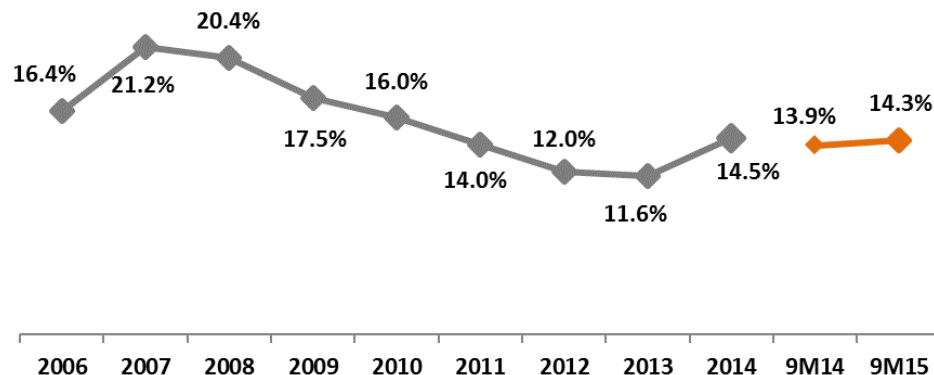


Consolidated EBITDA 9M2015

Consolidated EBITDA
(million Ch\$)

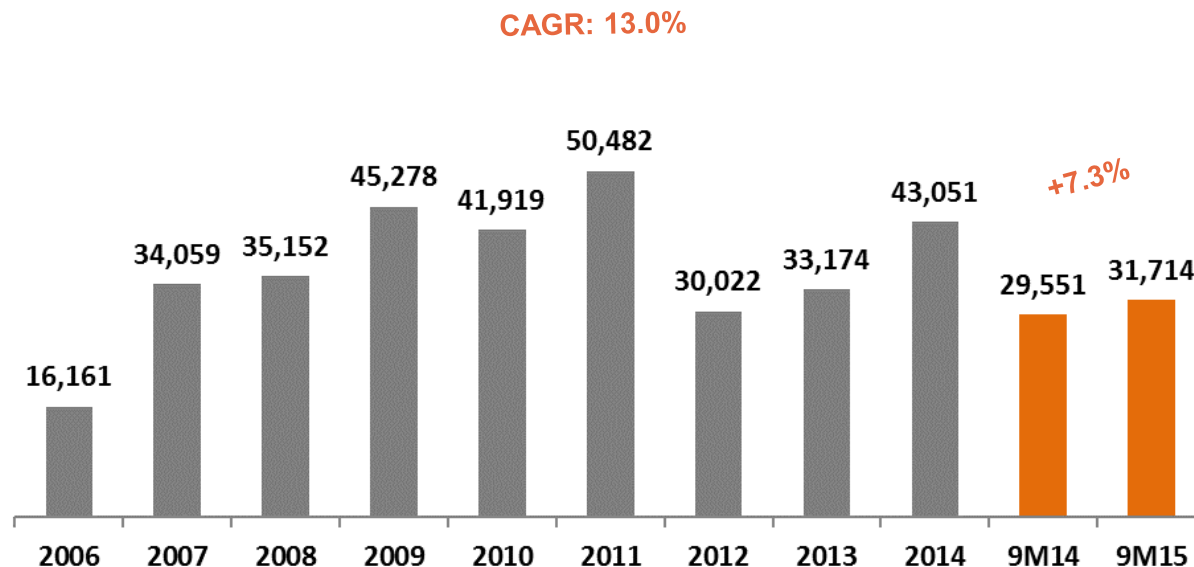


Consolidated Mg. EBITDA
(% of Sales)



Consolidated Net Profit 9M2015

Consolidated Net Profit
(million Ch\$)

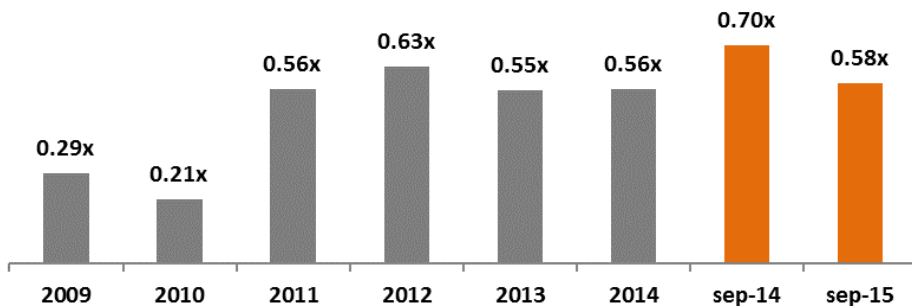




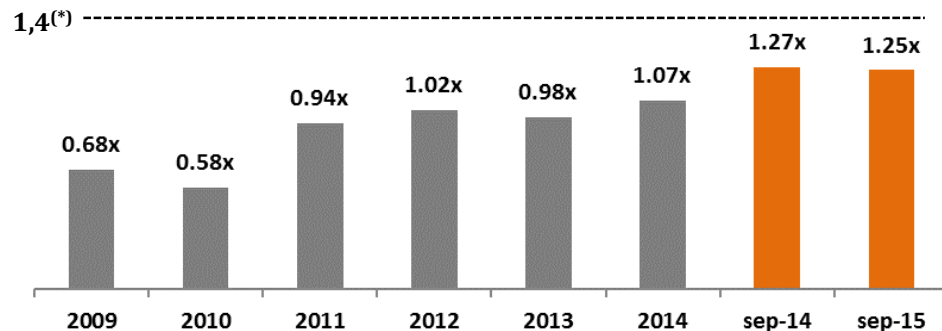
III. Financial Position

Conservative Capital Structure (As of Sep-15)

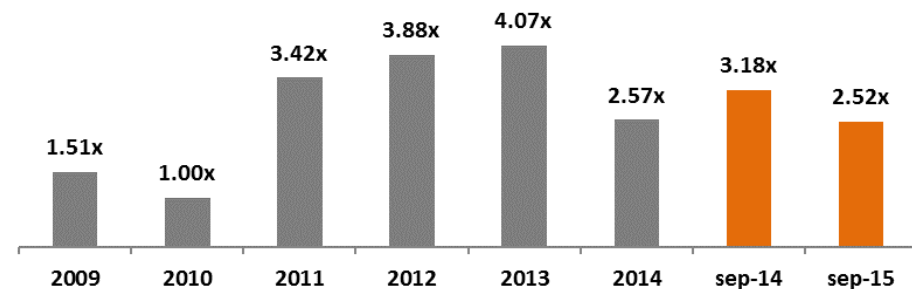
Financial Debt / Equity



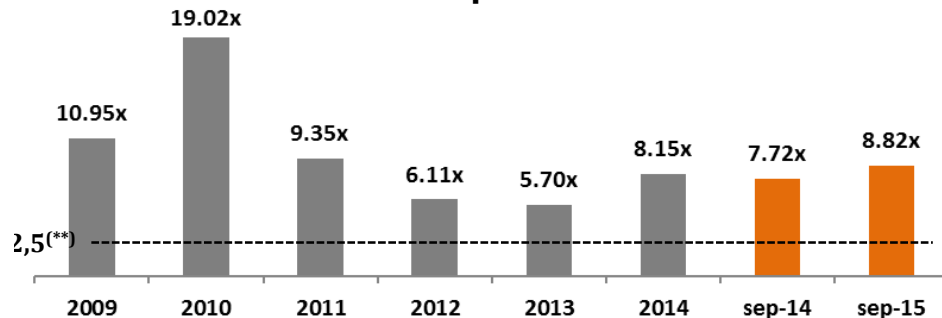
Total Liabilities / Equity



Net Financial Debt / EBITDA (1)



EBITDA (1) / Financial Expenses (1)



Liabilities: Current Liabilities + Non Current Liabilities

Financial Debt: Other current financial liabilities + Other non current financial liabilities - Derivatives

Net Financial Debt: Other current financial liabilities + Other non current financial liabilities - Derivatives - Cash and cash equivalents

(1) Last 12 months

Financial expenses excludes financial income

(*) As covenant, the issuer should have a Leverage not higher that 1.4 times. Leverage: Liabilities / Equity.

(**) As covenant, the issuer should have a EBITDA/Financial expenses ratio at least 2.5 times.

Source: Superintendencia de Valores y Seguros (SVS)

Financial Debt

Financial Debt* as of:	Sep-15		Sep-14	
	Ch\$ MM	Av. Interest rate	Ch\$ MM	Av. Interest rate
USD	144,188	2.69%	129,864	3.03%
EUR	0	0.00%	0	0.00%
GBP	0	0.00%	0	0.00%
CLP	41,736	5.17%	18,012	4.68%
UF	54,508	3.44%	130,792	3.43%
ARS	4,719	23.58%	5,782	22.99%
BRL	4,402	15.23%	8,658	11.63%
MXN	4	5.23%	781	5.19%
SEK	0	0.00%	0	0.00%
Total	249,558	3.89%	293,889	3.96%

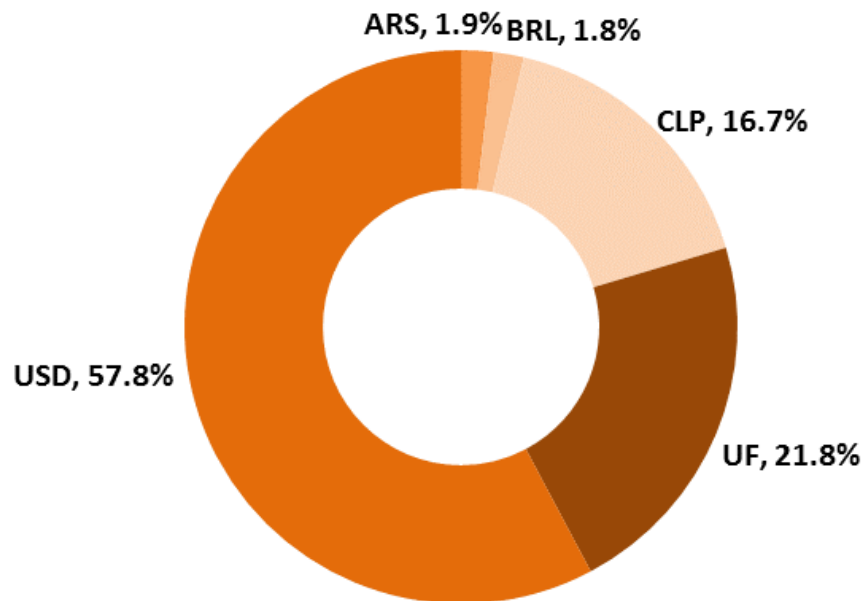
* Does not include interest accrued.

In nominal Chilean Pesos at the end of each period

Financial Debt

Financial Debt by Currency

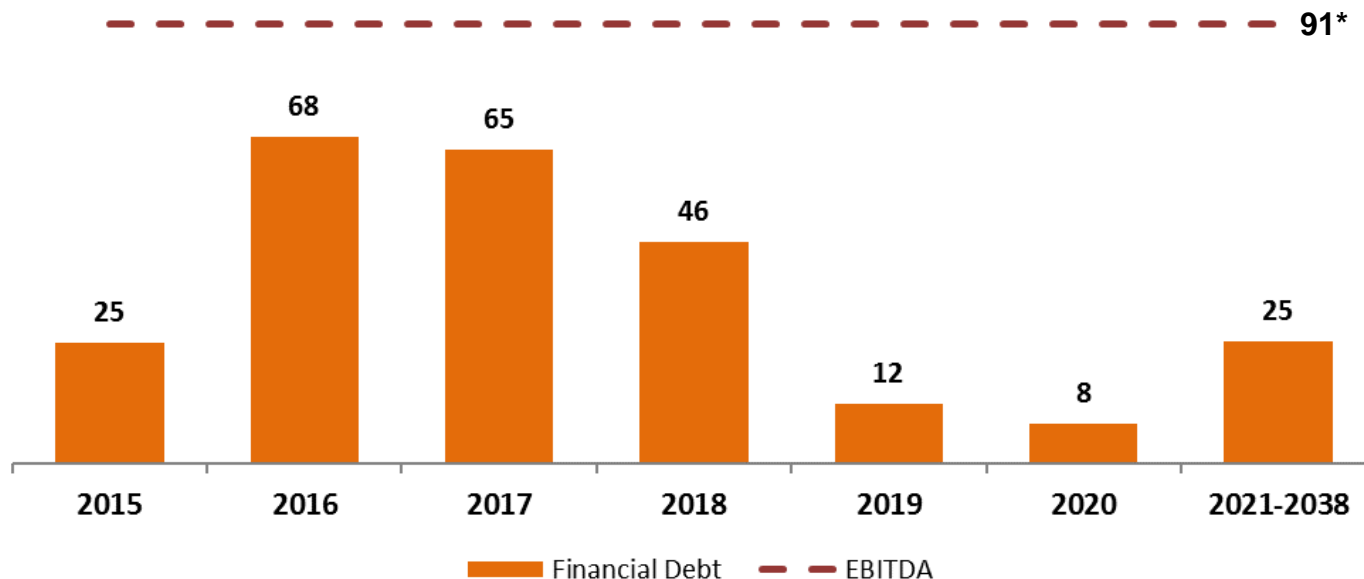
As of September 30, 2015



Financial Debt

Expected Maturity Date ⁽¹⁾, as of September 30, 2015

(Billion Ch\$)



Source: The Company

(1) Considers current and non current financial liabilities excluding derivatives

* EBITDA, Last 12 Months



Investor Presentation

3Q2015 & 9M2015 Results

November 19th, 2015

VIÑA CONCHA Y TORO



V. Exhibits

Bottled Sales 3Q2015 & 9M2015

Total Sales^(*) (in Ch\$ million)	3Q15	3Q14	Change (%)	9M 2015	9M 2014	Change (%)
Chile Domestic Market - wine	18,844	17,711	6.4%	47,655	44,771	6.4%
Export markets ⁽¹⁾	113,729	98,071	16.0%	295,059	271,645	8.6%
Argentina Domestic	1,991	1,538	29.4%	4,497	3,056	47.1%
Argentina Exports ⁽²⁾	5,342	4,177	27.9%	13,892	12,365	12.3%
U.S.A. Domestic	15,582	12,887	20.9%	40,294	35,773	12.6%
U.S.A. Exports ⁽²⁾	1,315	1,041	26.4%	3,717	3,795	-2.1%
Total Wine Operating Segment	156,804	135,426	15.8%	405,114	371,406	9.1%
Chile Domestic Market - new business	11,320	10,303	9.9%	33,419	29,875	11.9%
Other Revenues	2,083	2,683	-22.4%	5,596	4,332	29.2%
Total Other Operating Segment	13,403	12,986	3.2%	39,015	34,207	14.1%
Consolidated Sales	170,206	148,412	14.7%	444,128	405,613	9.5%

(1) Export Volumes include exports to third parties and sales volumes of the company's distribution subsidiaries (UK, Nordics, Brazil, Singapore, Mexico).

Total Volume^(*) (thousand liters)	3Q15	3Q14	Change (%)	9M 2015	9M 2014	Change (%)
Chile Domestic Market - wine	18,985	18,457	2.9%	49,515	47,404	4.5%
Export markets ⁽¹⁾	54,209	49,403	9.7%	146,951	139,827	5.1%
Argentina Domestic	1,215	1,478	-17.8%	3,444	3,242	6.2%
Argentina Exports ⁽²⁾	2,787	2,495	11.7%	7,239	7,526	-3.8%
U.S.A. Domestic	4,430	4,230	4.7%	12,072	12,720	-5.1%
U.S.A. Exports ⁽²⁾	412	343	20.1%	1,115	1,249	-10.8%
Total Wine Operating Segment	82,039	76,406	7.4%	220,336	211,970	3.9%
Chile Domestic Market - New Business	5,562	4,949	12.4%	16,774	15,945	5.2%
Total Other Operating Segment	5,562	4,949	12.4%	16,774	15,945	5.2%
Consolidated Volume	87,601	81,355	7.7%	237,110	227,915	4.0%

(2) This figure excludes shipments to the company's distribution subsidiaries.

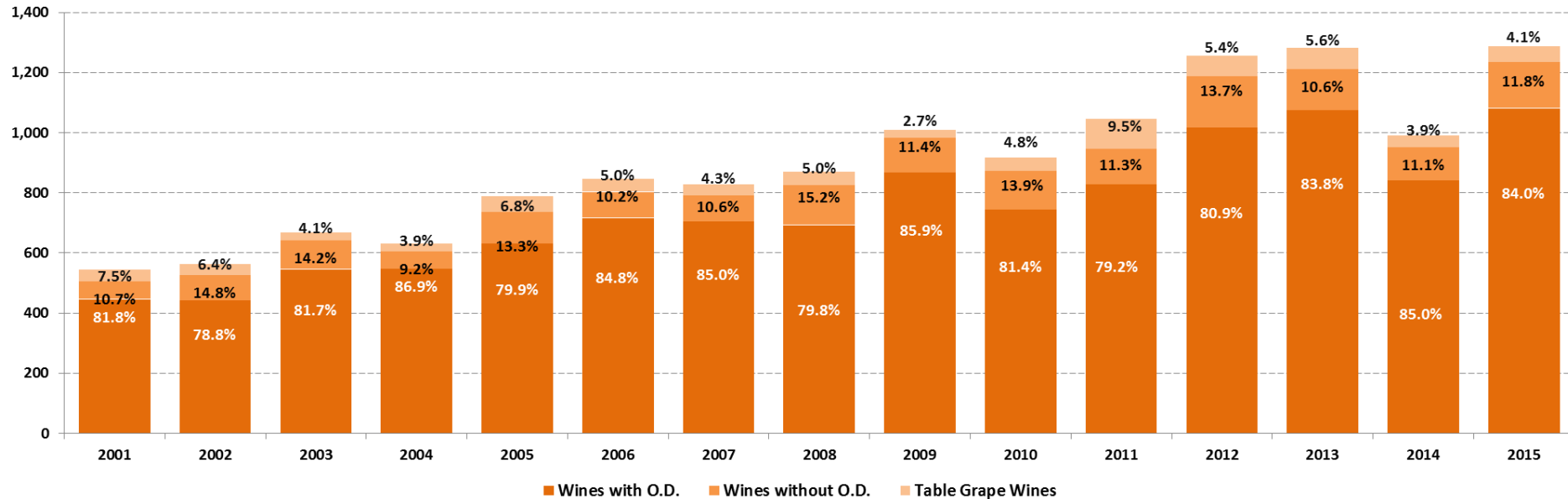
(*) This figure includes bulk wine sales.

Average Price (per liter)	Currency						
Chile Domestic Market - wine	Ch\$	992.5	959.6	3.4%	962.4	944.7	1.9%
Export Markets	US\$	3.13	3.46	-9.7%	3.19	3.51	-9.2%
Argentina Domestic	US\$	2.50	1.81	38.1%	2.16	1.90	13.7%
Argentina Exports	US\$	3.11	3.19	-2.4%	3.20	3.19	0.4%
U.S.A. Domestic	US\$	5.50	5.43	1.3%	5.44	5.20	4.6%
U.S.A. Exports	US\$	4.77	5.26	-9.3%	5.22	5.43	-3.7%

Chilean Harvest through years

Historical Harvest Volume

(million liters)



Significant shift in Chilean bulk wine price curve

Chilean Bulk Wine Price (Cabernet Sauvignon, Maule Valley)

